

Message Text

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ACTION STR-02

INFO OCT-01 SS-14 ISO-00 STRE-00 SSO-00 SP-02 PRS-01
EB-04 H-01 INR-05 L-01 PA-01 EUR-08 NSC-05
NSCE-00 CIAE-00 /045 W
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FM AMEMBASSY LONDON
TO SECSTATE WASHDC PRIORITY 6275
INFO AMEMBASSY BRUSSELS PRIORITY
AMEMBASSY BONN PRIORITY
AMEMBASSY PARIS PRIORITY
AMEMBASSY ROME PRIORITY
USMISSION GENEVA PRIORITY

C O N F I D E N T I A L SECTION 01 OF 02 LONDON 11886

LIMDIS

PASS STR

USEEC
USMTN

E.O. 11652: GDS
TAGS: ETRD,
SUBJECT: MTN-BILATERAL CONSULTATIONS WITH BRITISH

REF: (A) STATE 163814; (B) BRUSSELS 8254; (C) LONDON
11688

1. DEPUTY STR WOLFF AND STR GENERAL COUNSEL RIVERS
ON JULY 18 DISCUSSED US INTENTIONS AND BRITISH VIEWS
REGARDING THE MTN IN A SERIES OF MEETINGS WITH TRADE
SECRETARY DELL, ACCOMPANIED BY ROBIN GRAY, SIDNEY
ABRAMSON, AND TOM SHARP OF DEPARTMENT OF TRADE; GRAY,
BACKED BY ABRAMSON AND SHARP, AND WITH BROOMFIELD OF
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FCO AND F.W. BLACK OF MINISTRY OF AGRICULTURE PRESENT;
CABINET SECRETARY SIR JOHN HUNT; AND DEREK THOMAS AND
BROOMFIELD OF THE FCO.

2. AMBASSADOR WOLFF DESCRIBED IN GENERAL TERMS THE EN-
COURAGING MEETINGS IN BRUSSELS AND LATER NEAR WASHING-
TON BETWEEN USG AND COMMISSION OFFICIALS. HE STRESSED

THE CONVERGENCE OF POSITIONS, PARTICULARLY IN THE AGRICULTURE AREA. HE EMPHASIZED THE IMPORTANCE OF THE US AND THE EC DECIDING, BEFORE THE SUMMER BREAK, ON A TIMETABLE THAT WILL PERMIT MEETING THE JANUARY 15 DEADLINE FOR HAVING EVERYTHING ON THE TABLE.

3. THE BRITISH RESPONSE WAS MORE POSITIVE THAN WE ARE ACCUSTOMED TO. TRADE SECRETARY DELL PAINTED HIS USUAL GLOOMY PICTURE OF THE ECONOMIC PROSPECTS OF THE WEST. HOWEVER, WITHIN THAT WORLD VIEW HE FOUND GROUNDS FOR WANTING THE MTN TO BE BROUGHT TO A SATISFACTORY CONCLUSION AS SOON AS POSSIBLE. HE HAD LONG FELT THAT THE MTN WERE OUT OF PHASE WITH THE DEVELOPMENT OF PROTECTIONIST PRESSURES; EVEN THE JANUARY 15 TARGET MIGHT BE TOO UNAMBITIOUS, IF THE MTN WERE TO MAKE A CONTRIBUTION TO AVERTING THE EFFECT OF THESE PRESSURES. ROBIN GRAY MUTED HIS HABITUAL REFRAIN ABOUT THE DANGERS OF ASIATIC COMPETITION, AND ENTERED INTO A SUBSTANTIVE DISCUSSION OF THE NEGOTIATIONS. SIR JOHN HUNT AND THE FCO OFFICIALS WHILE EVINCING A CERTAIN DISTANCE FROM THE DETAILS OF THE NEGOTIATIONS, MADE IT CLEAR THAT THEY RECOGNIZED THE POLITICAL IMPORTANCE OF SUCCESS, AND THE EVEN GREATER POLITICAL DANGERS OF FAILURE, IN THESE NEGOTIATIONS.

4. THE BRITISH OFFICIALS SEEM TO FEEL THAT FRIDAY'S ART. 113 COMMITTEE MEETING WILL BE OF CRUCIAL IMPORTANCE.
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ANCE; IT IS THERE THAT DENMAN WILL HAVE TO RECEIVE AT LEAST THE ACQUIESCENCE OF THE MEMBER STATES FOR PRO-

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FM AMEMBASSY LONDON

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INFO AMEMBASSY BRUSSELS PRIORITY

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C O N F I D E N T I A L SECTION 02 OF 02 LONDON 11886

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CEEDING ALONG THE LINES WE WANT. THE BRITISH ASSURED US THAT THEY WOULD BE SUPPORTIVE OF DENMAN AND THE COMMISSION; THEY FELT MORE U.S. ATTENTION SHOULD BE DIRECTED TO PARIS (DELL REFERRED TO RAYMOND BARRE'S STATEMENTS ON TRADE LIBERALIZATION). THEY ALSO SUGGESTED THAT THE US MIGHT WANT TO INCLUDE ROME IN THIS ROUND OF BILATERAL CONSULTATIONS, PARTLY FOR THE SEPARATE BUT NOT UNRELATED REASON THAT SOME OF THE CONCESSIONS THAT (THEY ASSUME) THE US WILL WANT FROM THE EC, E.G., ON TOBACCO AND CITRUS, WILL COME OUT OF THE ITALIANS' HIDE.

5. WHEN THE DISCUSSIONS MOVED FROM POLITICAL WILL AND PROCEDURE TO SUBSTANCE, THE BRITISH DID REVEAL CAUTION. THEY REVERTED SEVERAL TIMES TO THE QUESTION OF DEPTH OF TARIFF CUT, INDICATING THAT CUTS IN THE 15-25 PERCENT RANGE SHOULD BE CONSIDERED ACCEPTABLE; DELL HIMSELF SAID THAT TO HIS MIND "SUCCESS" IN THE MTN WAS WHAT COUNTED, NOT THE PRECISE PERCENTAGE OF REDUCTION IN TARIFFS. CONFIDENTIAL

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(THEY GAVE SIMILAR EMPHASIS TO THE AVOIDANCE OR LIMITATION OF EXCEPTIONS.) THEY WERE SKEPTICAL ABOUT THE NEGOTIABILITY OF SEVERAL OF THE NTB CODES, NOTABLY ON GOVERNMENT PROCUREMENT. ON THE OTHER HAND, THEY CONTINUE TO BE INTERESTED IN MORE SELECTIVE SAFEGUARDS PROCEDURES THOUGH OF SEVERAL MINDS AS TO WHAT CAN BE NEGOTIATED IN THIS AREA; AND THEY ARE AWARE OF THE DANGERS IN THE SUBSIDY/COUNTERVAILING AREA. THE DISCUSSION OF AGRICULTURE WAS THIN AND INCONCLUSIVE, PROBABLY PARTLY DUE TO THE UNAVAILABILITY (DUE TO CONCURRENT MEETINGS IN BRUSSELS) OF MORE SENIOR MINISTRY OF AGRICULTURE OFFICIALS.

6. HOWEVER, THE OVERALL IMPRESSION WAS GOOD. THE BRITISH WERE PLEASED TO BE CONSULTED; THEY APPEARED TO

SUPPORT THE COMMISSION IN ITS CURRENT LINE; AND WHILE THEIR IMAGE OF A "SUCCESSFUL" NEGOTIATION IS A RATHER MODEST ONE, THEY WERE AT LEAST READY TO DISCUSS SUBSTANCE, RATHER THAN SIMPLY REPEAT THEIR LINE ABOUT THE DANGERS OF ALLOWING MORE ASIAN COMPETITION.

7. THIS TELEGRAM WAS DRAFTED AFTER THE DEPARTURE OF AMBASSADOR WOLFF AND MR. RIVERS. BREWSTER

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